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☒ [Moving To A FedEx-tranet](#)
Date: Dec 22 , 1997

3/6,K/1 (Item 1 from file: 16)

 05385814 **Supplier Number:** 48189412

Moving To A FedEx-tranet

Dec 22 , 1997

Word Count: 804

The package carrier is beta testing an extranet application that reaches into customer intranets and automates **package-tracking** and authorization procedures. Due in January, it runs on customer servers and interfaces with [FedEx.com](#), a public Web site that offers **package-tracking** and other customer services. The workgroup-enabled Internet software, called FedEx intraNetShip, is

designed to centralize what many times is a fractured policy-management system at user sites. It standardizes authorization procedures across an enterprise, sets up custom user interfaces and enables centralized reporting of departmental **shipping** budgets.

FedEx intraNetShip represents a critical extension of FedEx's Web strategy. FedEx is migrating from **package tracking** and other services via its public Web site toward a model that relies on server applications running at customer locations.

Analysts and competitors said FedEx...

...customers too far with its collaborative extranet application.

"There are large corporations that have many users initiating shipments, and one way to gain control of **shipping** manifests, label information and budgets is to centralize on the network," said Art Mesher, director of research for integrated logistics strategies group at the Gartner...

...said Mike Janes, vice president for E-commerce and logistics marketing at FedEx. "The net result is that we're making the automation of the **shipping** process more accessible to the people who are actually **shipping** packages."

United Parcel Service, which ships roughly 12 million packages daily compared with FedEx's 3 million, has matched most of FedEx's Web functionality to date, as have smaller **carriers**. A UPS executive said the company has no immediate plans to meet the workgroup application head on.

"Most of our customers operate from a centralized mailroom, where high-speed transactions are of utmost importance," said John Menna, director of **online** marketing. "Putting shipments on the desks of individual users also may get a negative response."

FedEx is hedging its bet. Concurrent with the new IP-based software, FedEx is preparing to take the wraps off similar software for LANs called FedEx Ship for Workgroups. It delivers common address book information, **shipping** logs and access to **tracking** databases.

The intraNetShip **server** software makes use of LDAP to create a database of personal and **shipping** information, which administrators can modify based on authorization levels and previous activity. The application also relies on Common Gateway Interface (CGI) scripts to handle inquiries between the customer's server and FedEx servers, as well as local storage of HTML **shipping** forms.

One user said beta versions of the software are changing rapidly. FedEx is addressing concerns and adding functionality based on user requests, he said...

...but not on a grand scale. It circumvents the need for individual clients in an enterprise to link to FedEx's site to create a **shipping** form.

However, the FedEx application does not allow the shipper to update an enterprise's server without a customer's permission, which would require some automated push technology.

Several customers said they'll spur adoption of the application to limit the number of company **shipping** requests going into drop boxes, or scheduling pick-up from central mailrooms, phone, fax or direct access to the FedEx public site.

"This would be...

...removes a step."

Ron Eike, director of operations at Omaha Steaks, said the application won't impact his company's prodigious mail-order operations, where **shipping** requests are routed through the corporate mailroom. Yet

Eike sees the application as a way to link retail stores and corporate operations.

"We have about...

...access to intraNetShip," Eike said. "Ultimately, the user, and not the consolidated mailroom operation, best knows when and how quickly they need to get a **package** out. The ability to **track** costs will cut down immensely on our paperwork."

The intranet and LAN software highlight a shift in the way that FedEx serves corporate customers. For...

View: [HTML](#) | [PDF](#) | [Word](#)

☐ Moving to a FedEx-tranet. (Federal Express' FedEx intraNetShip) (Company Business and Marketing)

Date: Dec 22 , 1997

3/6,K/2 (Item 2 from file: 148)

09980489 **Supplier Number:** 20116737 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Moving to a FedEx-tranet. (Federal Express' FedEx intraNetShip) (Company Business and Marketing)

Dec 22 , 1997

Word Count: 856 **Line Count:** 00073

Abstract: Federal Express is beta testing its FedEx intraNetShip, a workgroup-enabled extranet application that will link to customer intranets and automate **package-tracking** and authorization processes. Full implementation is scheduled for Jan 1998. FedEx intraNetShip will run on customer servers and will interface with FedEx.com, the package... ..is designed to centralize policy-management at user sites and standardize authorization procedures. It represents an expansion of FedEx's Internet strategy, from Web-based **package tracking** and other services to a model based on server applications at customer sites. Some analysts say FedEx's approach will limit corporations to one specific carrier. FedEx officials say, however, that the application is critical because it makes the **shipping** process more accessible to actual shippers.

Abstract:

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☐ OKLAHOMA'S TANDATA SOFTWARE A HIT WITH MICROSOFT

Date: December 21, 1996

3/6,K/3 (Item 3 from file: 9)

01161539 Supplier Number: 23741339

OKLAHOMA'S TANDATA SOFTWARE A HIT WITH MICROSOFT

December 21, 1996

Word Count: 813

(Microsoft selects TanData software as support for **online Merchant Server**)

ABSTRACT:

...is expected to increase 1,200% to \$6.1 billion by 2000. Prologistics.Merchant is currently being tested with the Merchant Server platform to supply **shipping**, handling and **tracking** services for Merchant-**Server** participating Internet retail stores. Along with Microsoft, DataPro, Oracle Corp., iCAT and IBM Corp. represented TanData at the fall 1996 Internet World trade show in New York, NY. TanData is a 16-year-old firm that specializes in software for the **shipping**/freight industry. It had about 2,500 systems installed with **shipping** firms worldwide as of 1993. Products include Prologistics.Shopper, which enables catalog firms to save time and manpower used in fielding customer queries and immediately supplies customers with highly detailed and accurate information. Prologistics.Connect can supply the price of **shipping** any product to any area for over 700 major **carriers** ranging from FedEx to Yellow Freight. Article provides other background information on the firm and its software products.

TEXT:

...on-ramp to the information superhighway's retail arena for one Tulsa company.

TanData Corp., a 16-year-old business specializing in software for the **shipping** and freight industry, has found its future in serving Internet shoppers and the electronic stores from which they purchase their goods.

TanData's Prologistics.Merchant software is in the testing phase with the Microsoft Merchant Server platform to provide **shipping** and handling services for Internet retail stores enlisted with Merchant Server.

...founded upon software created by A.R. Tandy, the company's chairman and chief executive. Development of the software helped spawn an industry of computerized **shipping** systems.

Three years ago, TanData had about 2,500 systems installed with **shipping** companies throughout the world. Today, the **shipping** business is so large, the number of TanData competitors has grown exponentially.

"Every carrier (**shipping** company) has them now and gives **shipping** systems away. This made it tough for us to continue to be in business if the **carriers** were giving them away," said Peter Nicholls, company president.

Looking to reposition the company, Tandy and Nicholls realized that the Internet was going to play a large role in the **shipping** industry.

"So, about a year ago, we decided to take our product and have it working to allow our customers to use the Internet as a means for communicating data about **shipping** to their customers," Nicholls said.

"Typically, our customers are catalog companies, some of the big Japanese manufacturers like Toyota, and almost all pharmaceutical companies," he...

...going to have to ship all those goods they sell. Maybe we could position ourselves to do that."

Microsoft Corp. had been to two major **shipping** companies, asking each to provide **shipping** information and ordering ability for its Merchant Server product. Neither company swallowed the bait.

Then six months ago, Microsoft called TanData.

"They came to Tulsa...

...said. "At the end of the meeting, I asked them if I could show them something I'd been working on."

The product was an **online** routing guide, Prologistics.

"The guide works like this: If I've bought this pair of hiking boots at an Internet store, and I want to...

...Prologistics will tell me how much it will cost -- depending on the shipper I use."

The guide, called Prologistics.Connect, can provide the price of **shipping** for more than 700 major **carriers**, from FedEx to Yellow Freight.

Once the customer decides the means for **shipping**, Prologistics.Connect will order the product shipped and provide the customer with a **tracking** number for the **shipment**.

"They were beside themselves," Nicholls said. "They said, 'That's exactly what we want. Could you add this function to our electronic Merchant Server?'"

Three...

...Calif.

"Hearing the words, 'TanData Prologistics' come out of Bill Gates' mouth brought us tremendous satisfaction," Nicholls said.

Since the announcement that TanData would supply **shipping** and **tracking** services for Merchant **Server**, several other companies have followed the software giant's lead, including DataPro, Oracle Corp., iCAT and IBM Corp. -- all who provide electronic retail products similar...

Industry Names: ...Online services

Product Names: ...On-line service providers (737500)

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☒ [Special delivery \(delivery services use information systems to improve operations\)\(includes related articles on Telocator Alphanumeric Input Protocol and data warehousing at DHL\)](#)

Date: Sep , 1995

3/6,K/4 (Item 4 from file: 275)

01872506 **Supplier Number:** 17610624 (**Use Format 7 Or 9 For FULL TEXT**)

[Special delivery \(delivery services use information systems to improve operations\)\(includes related articles on Telocator Alphanumeric Input Protocol and data warehousing at DHL\)](#)

Sep , 1995

Word Count: 4036 **Line Count:** 00337

Abstract: ...within the industry has produced the highest level of real-time data communications and management. The industry has adopted the practice of providing customers with **package tracking** databases with dial-up access, allowing customers to circumvent customer service centers and monitor their own shipments. The automation of the **shipping** process has also allowed customers to customize their accounting reports. Such capabilities, available from the larger express companies, have increased the pressure for companies providing...

Abstract:**Text:**

Delivery services use information systems to improve their own operations... and to give customers **on-line** access to data.

...significant investments in information systems and infrastructure. The extent of each carrier's investment serves as a weapon of efficiency as it vies with other **carriers** for a piece of the action. Over the past few years, this competition has resulted in an industry that exemplifies the highest level of real...

...turn, connected to a cellular telephone or modem.

The cellular network that supports UPS's operations is comprised of more than 90 local and regional **carriers**, including McCaw Cellular Communications, Southwestern Bell, Pacific Telesis, GTE, and others. Once the data hits a cellular station, it travels over landlines to the carrier...

...wide variety of tools, including Hewlett Packard's OpenView and systems management products from Northern Telecom, Paradyne, and Primary Access. UPS also depends on its **carriers** for performance analysis and fault detection. According to company sources, this dispersed management has been very successful, with 100-percent uptime maintained on the network

...
...gains a much more flexible and dynamic means of handling its call traffic.

CUSTOMER FOCUS

The practice of providing customers with dial-up access to **package tracking** databases is taking the entire **shipping** industry by storm. Popularized by Federal Express (Memphis, TN) commercials, these interfaces allow customers to detour the customer service call center and personally monitor their...

...lot of functionality," says Boehme, "but you have to accommodate all of the constraints of the customers' desktop systems."

For customers who meet certain minimum **shipping** requirements, DHL will go so far as to provide a complete EasyShip system. The EasyShip system includes a 486 PC with Super VGA monitor, a...

...dot matrix printers, package scale, and bar code reader, along with software for use in either standalone or LAN environments. It acts as a complete **shipping** workstation for customers, allowing them to label, track, and account for all of their DHL delivery traffic. The EasyShip software, which was primarily written in...core application, which is written in FoxPro. Every five seconds, the FoxPro database server checks the communications server for status updates. It tracks all orders, **shipping**, and delivery information. Quick Delivery also has programmed the application to compute rates and set up drivers' routes using a coordinate system that the company...the application to route vehicles logically for maximized efficiency. Another compelling feature of Roadshow is its ability to revise vehicle routing plans dynamically as new **shipping** orders are received. This is a level of flexibility that a human dispatcher simply can't match, and its value to the user increases dramatically...

...manufactured for the company. Rather than use a communications server, the modems at Guaranteed Overnight Delivery headquarters connect directly

to a Digital Equipment (DEC) Alpha **server** that runs the **tracking** application. Other workstations are attached to this primary server over DEC Pathworks.

The company's sales force consists almost entirely of home-based teleworkers. The...

...be able to give their customers more accurate estimates of pick-up and delivery times.

Along those lines, bar code and scanning technologies have revolutionized **package-tracking** capabilities, but the data is still limited to the point of the last scan. Some industry observers say radio frequency (RF) tags will be the...wanted the company to develop reports on costs and performance as a value-added service.

These companies wanted DHL to do the job because their **shipping** activity took place across various departments and locations, making it problematic for them to undertake their own consolidated accounting. So, DHL embarked on an ambitious...

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